

Message Text

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43

ACTION ARA-10

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FM AMEMBASSY ASUNCION

TO USDOC WASHDC

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E.O. 11652: N/A

TAGS: BBSR, PA

SUBJECT: WTDR - JULIO DAM

1. ADDRESS: CALLE COLON 1075, ASUNCION, PARAGUAY.
PHONE: 47957. OFFICER: JULIO DAM, OWNER-MANAGER.

2. SMALL FIRM ESTABLISHED 1971. ACTS AS AGENT ON
A COMMISSION BASIS.

3. FINANCIAL REFERENCES: BANCO DE ASUNCION S.A.,
CASILLA POSTAL 623, ASUNCION, PARAGUAY. TRADE
REFERENCES: NA

4. NO FOREIGN FIRMS REPRESENTED.

5. JULIO DAM WORKED IN MONTEVIDEO, URUGUAY FOR
12 YEARS AS AN ENGLISH TEACHER BEFORE EMIGRATING TO
PARAGUAY IN 1965. IN ASUNCION HE CONTINUED TEACHING
ENGLISH, MADE PROGRESS AND FOUNDED THE INSTITUTO
BELL WHICH HAS BECOME A LOCALLY WELL-KNOWN EDUCATIONAL
INSTITUTION. THE INSTITUTE'S CURRICULUM INCLUDES SUCH
SUBJECTS AS SECRETARIAL SKILLS, SPEED READING,
MEMORY IMPROVEMENT, ENGLISH, AND SECONDARY SCHOOL
COURSES. THE INSTITUTE'S OPERATIONS ARE SUPER-
VISED BY JULIO DAM AND HIS WIFE. MR. DAM VISITED
THE EMBASSY IN APPROXIMATELY 1971 EXPRESSING HIS
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DESIRE TO DIVERSIFY INTO IMPORT AND EXPORT

OPERATIONS AND ALSO TO ACT AS A MANUFACTURER'S
AGENT ON A COMMISSION BASIS. DAM IS A PERSONABLE,
FAIRLY YOUNG MAN OF GOOD REPUTATION. AT THAT TIME
IT APPEARED THAT HE COULD REASONABLY ACHIEVE SOME
SUCCESS IN HIS UNDERTAKINGS. IT IS KNOWN THAT
HE HAS ACTED AS AN AGENT FOR A FOREIGN FINANCING
FIRM IN PARAGUAY BUT NO VISIBLE COMMERCIAL ACTIVITY
ON THE PART OF MR. DAM HAS BEEN NOTED. DAM ALSO WORKED
FROM AUGUST 1973 TO NOVEMBER 1974 AS SPANISH ENGLISH
TRANSLATOR FOR A U.S. GOVERNMENT AGENCY LOCATED IN
PARAGUAY. WHEN INTERVIEWED JUST PRIOR TO THE
PREPARATION OF THIS REPORT, DAM STATED THAT HE IS
STILL INTERESTED IN ACTING AS AN AGENT. HOWEVER, IT
SEEMS THAT THE DAMS ARE ENGAGED FULL TIME WITH THE
INSTITUTO BELL AND IT IS DOUBTFUL THAT HE COULD
DEVOTE SUBSTANTIAL TIME TO ADDITIONAL ENTERPRISES.
THE DAM'S OWN A VALUABLE HOME IN A RESIDENTIAL
DISTRICT OF ASUNCION. THE INSTITUTE IS LOCATED IN
RENTED PREMISES IN A BUSY SECTOR OF THIS CITY.
THEIR PROFESSIONAL AND CREDIT RECORD IS GOOD.
6. JANUARY 1975.
BRIGGS

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